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Salesforce Sales-Cloud-Consultant Exam is intended for professionals who have experience working with Salesforce Sales Cloud and are familiar with its various features. Sales-Cloud-Consultant exam tests the candidate's knowledge of Salesforce Sales Cloud functionality and best practices for implementing and configuring it. Sales-Cloud-Consultant Exam consists of 60 multiple-choice questions and lasts for 105 minutes. The passing score for the exam is 67%.

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Salesforce Certified Sales Cloud Consultant Sample Questions (Q152-Q157):

NEW QUESTION # 152
Sales management at Universal Containers needs to provide channel partners with easy access to approved product documentation. They also need to notify partners about the material revisions and updates. How can they achieve these goals in Salesforce?

- A. Add the Content related list
- B. Enable Content in the partner portal and enable Content email alerts for partner users.
- C. Enable the Document tab in the partner portal and enable email alerts for partner users.

Answer: B

NEW QUESTION # 153

Cloud Kicks (CK) recently implemented Einstein Opportunity Scoring in its production org. CK is using the Amount field in its Opportunity Scoring model.

What will a user without access to the Amount field on the Opportunity object observe?

- A. The Amount field will be hidden from the contributing factors section.
- B. The Amount field will display an error in the contributing factors section.
- C. The Opportunity Score field and the Amount field will be hidden for that user.

Answer: A

Explanation:

In Einstein Opportunity Scoring, if a user lacks access to a field (such as the Amount field) that is used as a contributing factor, that field is omitted from the scoring details that the user sees. Salesforce respects field- level security settings, so users without permission to view certain fields will not see those fields in the contributing factors section. Instead, the scoring model will still display, but without the restricted fields in the breakdown of contributing factors.

NEW QUESTION # 154

Universal Containers uses contracts in Salesforce to record fixed pricing structures from dosed/won opportunities. The contracts expire throughout the year. To ensure the company is not missing Potential renewal revenue, sales management wants to implement the following Process.

- 30 days before a contract is due to expire, a lead is automatically created with contract renewal as the source.
- All leads go to a pre-sales team who qualify and convert them to opportunities.
- When leads are converted to opportunities and closed/won, an alert is sent to the account team.

What features of Salesforce should a consultant use to meet this requirement?

- A. Apex, workflow, lead assignment, and queues.
- B. Lead assignment, Apex, and opportunity assignment.
- C. Workflow, reports, queues, and lead assignment.
- D. Reports, data loader, queues, and opportunities

Answer: A

NEW QUESTION # 155

Universal Containers has set the organization-wide default to public read-only for accounts, contacts, and opportunities. Activities are set to be controlled by the parent. The ABC corporation account is owned by a sales user whose profile grants to create, read, edit and delete access to accounts, contacts and opportunities. Based on this information, the owner of the ABC Corporation account record has the rights to take which actions?

- A. Share the account with other users through manual sharing and account teams
- B. Transfer ownership of related contacts and opportunities owned by other users
- C. View, edit, and delete activities owned by other users directly related to the account
- D. View, edit and delete related contacts and opportunities owned by other users

Answer: A

NEW QUESTION # 156

Cloud Kicks' global sales operations team has to export reports from Salesforce and manipulate them in Excel to convert regional deals to the correct currency conversion. What are two use cases for enabling Advanced Currency Management that will allow the company to generate accurate reporting directly in Salesforce?
Choose 2 answers

- A. Adjust currency rates on a set schedule.

- B. Implement org-wide reporting that displays deal values appropriately.
- C. Show deal value in a user's default currency.
- D. Adjust currency conversion dynamically based on a given date range.

Answer: B,D

Explanation:
Advanced Currency Management allows you to specify different conversion rates for different time periods, such as monthly or quarterly, and use them in reports and forecasts. This can help you generate accurate reporting that reflects the currency fluctuations over time. Org-wide reporting can also display deal values in different currencies based on the user's preference or the corporate currency. Verified References:
* https://developer.salesforce.com/resources2/certification-site/files/SGCertifiedSalesCloudConsultant.pdf (page 14)
* https://help.salesforce.com/s/articleView?id=sf.admin_currency.htm&type=5

NEW QUESTION # 157
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academy.dfautomation.com, myportal.utt.edu.tt, Disposable vapes

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